

# DAVID A. SOLIN

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## TECHNOLOGY EXECUTIVE / ARCHITECT SYSTEMS MANAGEMENT & ENTERPRISE SOFTWARE

*Market Strategy ♦ M&A/Due Diligence ♦ Thought Leadership  
Research & Development ♦ Pre-Sales ♦ Implementation Consulting*

### PROFESSIONAL EXPERIENCE

#### **Farnam Hall Ventures LLC, Austin, TX FOUNDING PARTNER**

**April 2011 – present**

Farnam Hall Ventures LLC is a Delaware corporation that specializes in providing technology incubation, business strategy development and strategic advisory services to a wide range of clients, including angel investors, entrepreneurs, venture capitalists and publicly-traded companies.

#### **BMC Software, Houston, TX CHIEF ARCHITECT, SERVICE AUTOMATION**

**2004 – 2011  
(Since 2008)**

Responsible for architectural oversight over the entire Service Automation (SA) business unit, which was comprised of the R&D organizations of the Bladelogic, Marimba, Emprisa, RealOps, Phurnace and GridApp acquisitions. This was a dual-capacity role with simultaneous responsibility as chief architect for the Bladelogic product.

#### **Key Achievements:**

- ◆ Built and managed a global team of 12 architects, with design responsibility for virtually all R&D projects within a 300-person engineering organization.
- ◆ Performed technical due diligence in support of automation and cloud related acquisition activities.
- ◆ Provided architectural leadership for BMC's first cloud management product offering, Cloud Lifecycle Manager 1.0, which integrates five of BMC's flagship products.
- ◆ Provided overall architecture oversight for the Bladelogic 8.0 release, which consisted of comprehensive changes to the virtualization management, patch management, OS provisioning and compliance applications, and major architectural reforms including Marimba transport integration, version-neutral import/export and significant enhancements to the custom objects platform extension framework.
- ◆ Led the architecture program for the Datacenter Automation (DCA) 8.1 release, which was the first milestone in BMC's emerging transformative strategy to transition from the development of collections of interoperating point-products to the development of closely integrated application suites.
- ◆ Played an integral role in the definition and specification of R&D quality processes, including build-system integrated automated testing, resulting in a 50% increase in

customer satisfaction and a dramatic 88% reduction in the number of reported defects per customer.

- ◆ Drove innovation across the Service Automation organization by leading the “SA Labs” advanced project incubation program, and by helping architects and engineers identify inventions and produce disclosure documents for BMC’s patent development initiative.

**R&D SOLUTIONS ARCHITECT, CTO OFFICE (2004 – 2008)**

Reported to the Chief Corporate Architect of the Enterprise Service Management business unit at BMC, with broad oversight for multi-product solutions.

**Key Achievements:**

- ◆ Performed technical due diligence for acquisition targets in the datacenter automation market.
- ◆ Played a key role in the development of BMC’s virtualization technology strategy.
- ◆ Conceived and coordinated the implementation of cross-product-line R&D standards in support of the company’s overarching Business Service Management strategy.

**Marimba, Inc., Mountain View, CA (Acquired by BMC Software) 1998 – 2004**  
**PRINCIPAL ARCHITECT (2002 – 2004)**

Reported to the Chief Technology Officer of Marimba. Responsibilities included evaluating companies for partnership opportunities, helping to determine the strategic technology direction for the company’s products and acting as a bridge between product marketing and engineering to develop new products and features.

**Key Achievements:**

- ◆ Led a variety of parallel initiatives to release Marimba’s Patch Management product, including vendor evaluation for OEM and marketing partnership potential, determining product requirements, and leading the engineering architecture, design and implementation effort. The effort from charter to FCS release on Windows and Solaris, accomplished in an unprecedented 9-month period, resulted in the most successful and innovative product launch in Marimba’s history as a public company, accounting for over 40% of revenue in its first quarter alone.
- ◆ Led the R&D effort to extend support of the Patch Management product to RedHat Linux, AIX and HP-UX.

**PRINCIPAL SYSTEMS ENGINEER (2000 – 2002)**

Led teams conducting technical pre-sales activities resulting in over \$18 million in closed business throughout the eastern region of the United States.

**PRINCIPAL CONSULTANT (1998 – 2000)**

Performed over 25 strategic account implementations as the company’s premier consultant.

**Defense Information Systems Agency, Arlington, VA 1997 – 1998**  
**SYSTEMS ENGINEER**

Performed web application development and design, project management and Unix systems administration for numerous DoD projects.

**INTELSAT, Washington, DC 1995 – 1997**  
**INDEPENDENT CONTRACTOR**

Developed Intranet applications, application and API documentation, training materials and operational procedures for the Satellite Control Center.

## PATENT & PUBLICATION HISTORY

- ◆ Solin, David. 2009. System and Method for Updating Information on a Computer System Using a Limited Amount of Space. U.S. Patent #7,512,635, filed May 14, 2001, and issued March 31, 2009.
- ◆ Solin, David. 2010. System and Method for Offering Virtual Private Clouds Within a Public Cloud Environment. U.S. Patent Pending.
- ◆ De Peuter *et al.* 2010. Centrally Managed Impersonation. U.S. Patent Pending.
- ◆ Reilly *et al.* 2010. Security Context Passing in Heterogeneous Environments. U.S. Patent Pending.
- ◆ Theroux *et al.* 2009. System and Method for Market-Driven Workload Scheduling Optimization on Shared Computing Resources. U.S. Patent Pending.
- ◆ Piazza *et al.* 2009. System and Method for Utility-Maximized Scheduling of Time-Sensitive Work Items in a Resource-Constrained Environment. U.S. Patent Pending.
- ◆ Solin, David. 2009. System and Method for Configuration File Change Monitoring. U.S. Patent Pending.
- ◆ Solin *et al.* 2009. Method and Apparatus for Secure Storage of External Authorization Credentials. U.S. Patent Pending.
- ◆ Solin, David. 2009. Method to Circumvent Hashing Algorithm Collision-Generation Attacks. BMC Technical Disclosure Bulletin 09-041.
- ◆ BMC Technical Whitepaper (2007). Service Automation and Operation for Virtualized Environments, Best Practices for Maintaining Business Service Orientation in the Dynamic Virtualized Data Center.  
<http://documents.bmc.com/products/documents/61/06/96106/96106.pdf>
- ◆ Bernhardt *et al.* 1995. The Ionospheric Focused Heating Experiment. J. Geophys. Res., 100, 331-17, 345.
- ◆ Rodriguez *et al.* 1995. Evidence of HF-driven Wave Interactions in the Ionospheric Focused Heating Experiment. J. Geophys. Res., 100, 3251-3254.

## EDUCATION & TRAINING

**B.A., Mathematics** (1997)

Yale University, New Haven, CT

Private Pilot, ASEL (1993)

ITIL Foundation Certified, Version 2 (2006) and 3 (2008)